

# EPA Home Sale Program Overview

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## EPA Federal Employee Relocation Center (FERC)

# Most Common Home Sale Programs

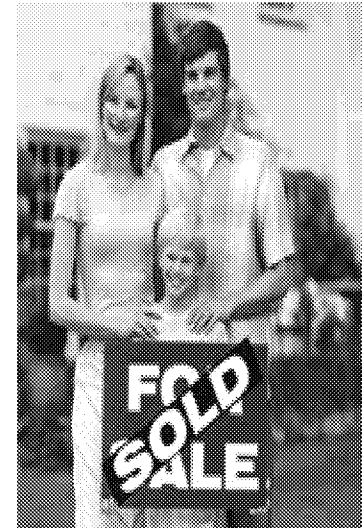
1. **Direct Reimbursement: Federal Travel Regulation (FTR) entitlement**
2. **Appraised Value Sale (previously known as the Guaranteed Homesale)**
3. **Amended Value Sale (AVS)**
4. **Buyer Value Option (BVO)**



# Why Home Sale Programs?

## Home Sale Program Process

- Employee receives marketing and selling assistance
- Employee sells home to a relocation service provider (RSP)
- No closing costs are incurred by the employee (% fee paid by agency)
- Costs are not taxable income to the employee
- Employee is relieved of burden and worry about the old house allowing for more efficient and productive relocation
- Private sector views Home Sale Program as a retention tool



# EPA Comprehensive Home Sale Program



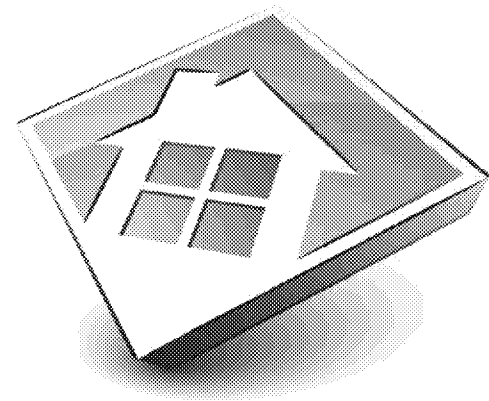
- Buyer's Value Option (BVO)
- Appraised Value Sale
- Amended Value Sale (AVS)
- Home Marketing Incentive Payment (HMIP) Program
- EPA Home Sale Program Timeline (BVO Centric)

# What is a BVO Home Sale?

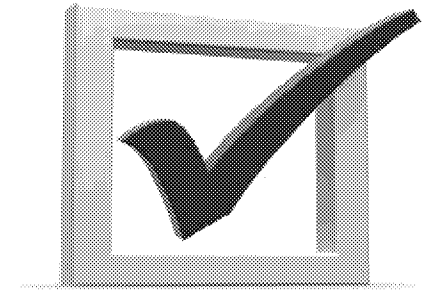
This program allows the transferee to market the home with the full support of a Relocation Service Provider (RSP) to help employee receive maximum value for the home. The home is purchased by the RSP after a bona-fide offer is received from an outside buyer.

This option allows agencies to reduce relocation program costs and is the least costly Home Sale Program option. The program also includes:

- Home Marketing Assistance
- Destination Home Finding Assistance
- Mortgage Counseling



# Typical Characteristics of a BVO



- ✓ No upfront appraisals are performed
- ✓ Employee receives home marketing assistance
- ✓ Experienced relocation real estate agent services provided
- ✓ Bona fide outside buyer offer sets the value of RSP offer to employee
- ✓ RSP purchase home from employee; sell home to outside buyer in separate transaction
- ✓ Currently used by many private sector companies and federal agencies

# Appraised Value Sale

The RSP provides the employee an appraised value offer to purchase the home. The offer price is based on two independent certified appraisals.

Under this program, the employee sells the home directly to the RSP. During the offer period the RSP will continue to assist the employee in marketing their home to attempt to generate an Amended Value Sale.





# Amended Value Sale (AVS)

During the Appraised Value Sale the transferee may receive a bona-fide offer from an outside buyer while marketing their home. The RSP will purchase the home from the employee based on the offer and close the sale with the outside buyer.

The advantage is a lower fee to the agency. This transaction must take place before the Appraised Value offer is accepted by the employee.

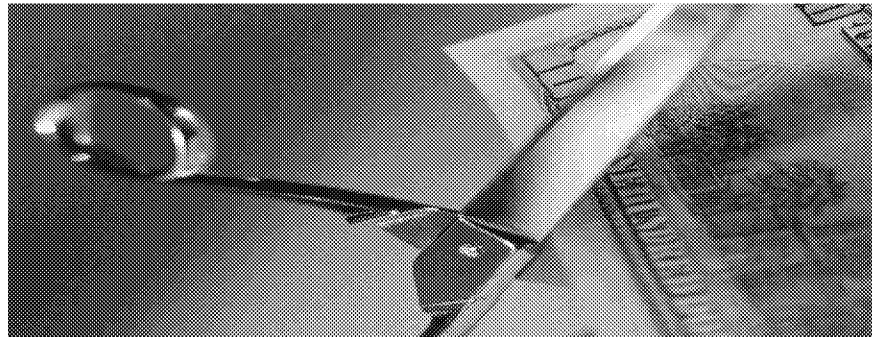




# What is the Purpose of the HMIP Program?

The purpose of the Home Marketing Incentive Payment (HMIP) is to reduce an agency's total relocation costs by encouraging employees to participate in the Homesale Program to aggressively market and find a bona fide outside buyer for their residence.

This significantly reduce home sale fees and Appraised Value Sale transactions that the agency must pay and effectively lowers the overall cost of the program.

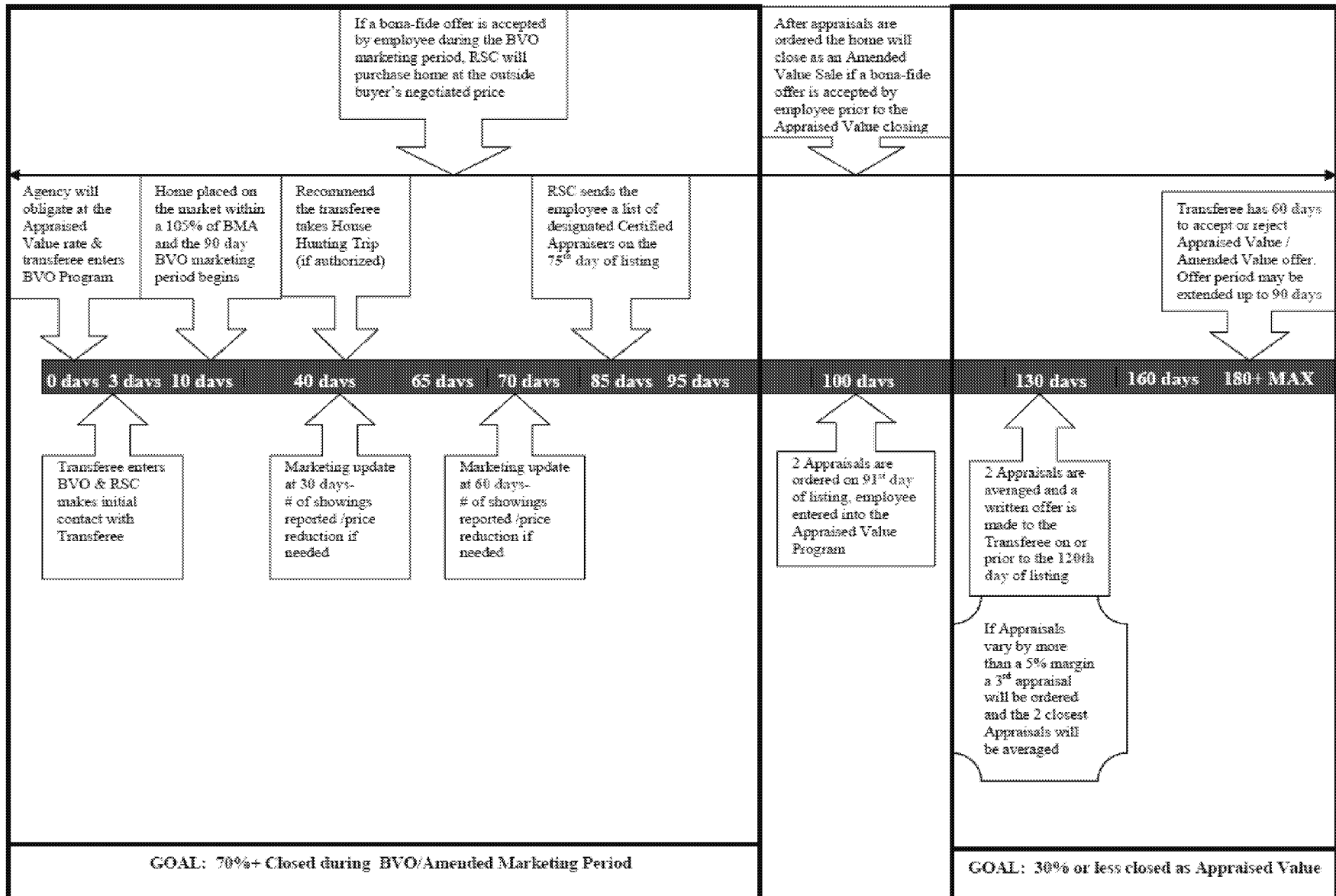


# Benefits of a HMIP Program

- ❖ Encourages employee to actively participate in the sale of their residence
- ❖ Provides significant cost savings to agency when compared to Appraised Value Sale
- ❖ Incentive can provide extra income towards purchase/down-payment of new home
- ❖ Can relieve pressure on employee of “holding out” for unrealistic or higher offers
- ❖ Expedites relocation process to new duty station for employee and family



# EPA Home Sale Program Timeline (BVO Centric)



# Home Sale Program Contacts

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